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Government
Publications

Canada. Statistics
Distribution of sales of the
Coal Mines

1930



Published by Authority of Hon. H. H. Stevens, M.P.,

Minister of Trade and Commerce.

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63-D-57

DOMINION BUREAU OF STATISTICS - CANADA

Government

Dominion Statistician: R. H. Coats, B.A., F.S.S. (Hon.), F.R.S.C.

Publications

CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS, 1931.

Internal Trade Branch

Chief: H. Marshall, B.A., F.S.S.

DISTRIBUTION OF SALES, 1930

of the

COAL MINES OF CANADA.

The 123 coal producers in Canada who reported the distribution of their sales in 1930 for the Census of Merchandising and Service Establishments made 65% of their sales to industrial consumers - such as railroads, factories, gas plants, etc. Of the total sales of \$52,421,964, the sales to industrial consumers were 65.3% or \$34,226,573.

A considerable part of the output of Canadian mines was marketed through wholesale dealers. The wholesalers handled 18.2% or \$9,568,243 of the total sales of coal mines. Included in this amount are the sales made through wholesale branches owned by the producers, but these branches accounted for less than 1% of the total sales.

The remaining sales of coal mines in Canada were made as follows:

- (a) to retail dealers, 8.3% or \$4,355,102; (b) to producers' own retail branches, 3.2% or \$1,678,694; (c) to householders, 1.8% or \$917,371; and (d) export sales, 3.2% or \$1,675,481.

The coal mines of Canada effected sales through commission agents and brokers to a very small extent. Ten mines made sales through such agents but only three sold their entire output in this manner. The total for such sales was \$568,286 or 1.1% of the total sales of all mines.

Although the total sales of \$52,421,964 shown in this bulletin are approximately the same as those given in "Coal Statistics for Canada" (1930), the figures in the two reports are not strictly comparable. Some producers used a different basis for determining selling values while others have shown the distribution of their sales for the fiscal year. Nevertheless, it is believed that the percentage distribution of sales, as shown in this report, is an accurate picture of the channels used in marketing the output of Canadian coal mines. (1)

In Table I, the distribution of sales for all reporting mines is given and in Table II the distribution of sales for the chief coal producing provinces is shown. It will be noted that marketing methods vary considerably from one province to another.

- (1) It should be noted that the distribution of imported coal is not included in the tables and that the consumption of coal at the mines has also been excluded.

Table I. - Distribution of Sales of Coal Mines, 1930.

				Number of mines	
	Selling value: (f.o.b. mine)	Percentage: of sales	Total	Selling ex- clusively as indicated	
Total	52,421,964	100.0	123 ⁽²⁾	---	
Sales to wholesalers (including producers' own wholesale branches) ⁽¹⁾	9,568,243	18.2	68	11	
Sales to producers' own retail branches	1,678,694	3.2	7	---	
Sales to retailers	4,355,102	8.3	48	1	
Sales to industrial consumers	34,226,573	65.3	70	4	
Sales to householders	917,871	1.8	66	11	
Export sales	1,675,481	3.2	20	---	

(1) Less than 1% of total sales was made through wholesale branches.

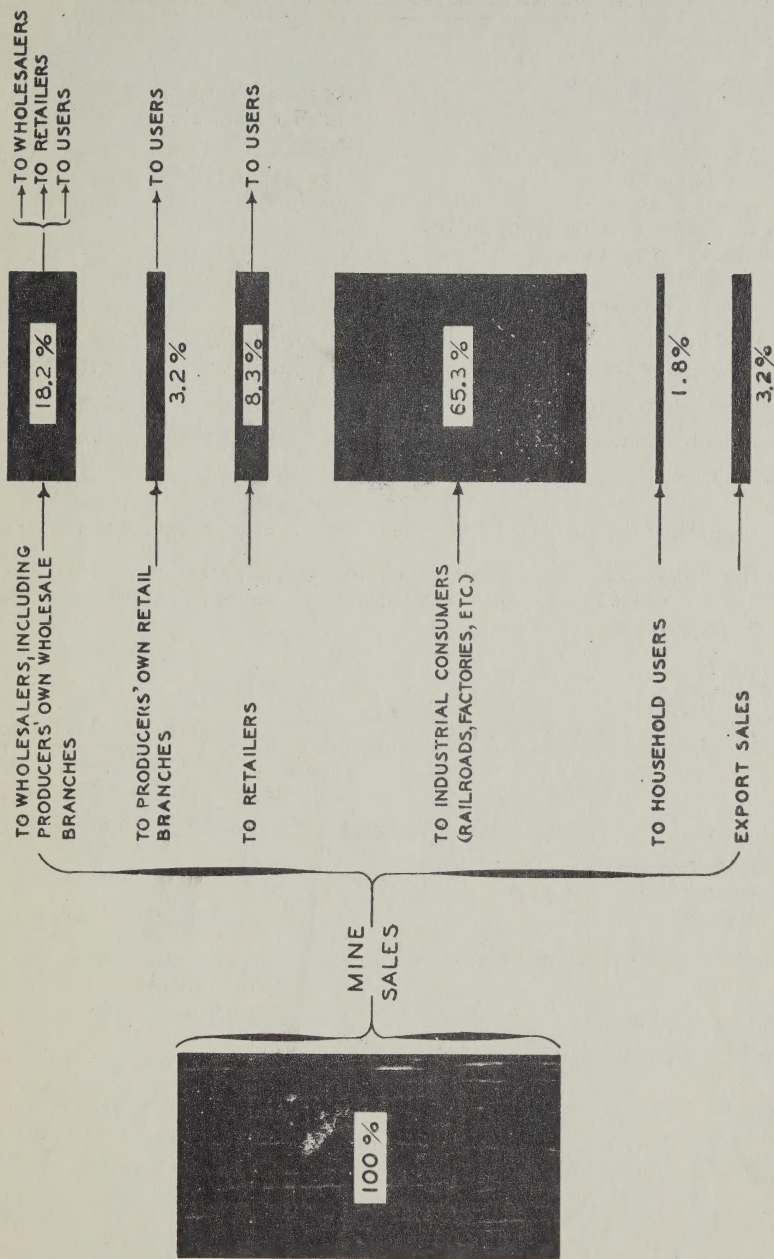
(2) The total number of mines reporting sales was 123. This total is less than the sum of the figures appearing below it as most mines use more than one channel of distribution.

Table II - Percentage Distribution of Sales by Chief Coal Producing Provinces, 1930.

	TOTAL all prov- inces	British Columbia	Alberta	Sask.	New Brun- swick	Nova Scotia
Sales to wholesalers (including producers' own wholesale branches)	18.2	4.0	32.9	44.3	1.6	12.3
Sales to producers' own retail branches	3.2	2.4	5.4	---	---	2.2
Sales to retailers	8.3	24.1	9.3	33.7	3.5	3.1
Sales to industrial consumers	65.3	59.3	49.0	19.3	92.1	77.6
Householders	1.8	2.3	2.9	2.7	2.8	0.8
Export sales	3.2	7.9	0.5	---	---	4.0

CENSUS OF MERCHANDISING AND SERVICE ESTABLISHMENTS
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